CONSOLIDATED + COMBINED

NOV 88

Point Foundation
Financial Statements
NOVEMBER 30, 1988
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CONSOLIDATED

	Current Month Amount	%	Year To Date Amount	%	
INCOME STATEMENT					
SALES & ROYALTY INCOME:					
Sales - Subscriptions	41,364.67	39.35	324,494.19	44.33	
Sales - Back Issues	338.40	0.32	3,031.11	0.41	
Sales - Mailing List	3,338.28	3.13	16,080.80	2.20	
Sales - Direct Distribution	1,650.29	1.55	55,743.54	7.62	
Sales - Warner (natl news)	0.00	0.00	48,584.34	6.64	
Book Sales:	5,017.30	4.71	15,957.31	2.32	
Royalty Income:	20,000.00	18.75	147,500.00	20.15	
Production Monies: (12,500 Prodn; 20,000 Advance)	29,500.00	27.66	79,500.00	10.86	
Change in Sub Liability (3,000 B'man-Fringes Expense)	0.00	0.00	-78,084.34	-10.67	
INCOME SUBTOTAL	101,808.34	95.47	613,808.15	83.86	84
OTHER INCOME:					
Chronicle Income	2,750.00	2.58	26,400.00	3.61	
Unclassifieds	58.50	0.05	3,484.25	0.48	
Misc Royalties	0.00	0.00	2,185.31	0.30	
Apple Income	0.00	0.00	50,000.00	6.83	
Contributions	1,838.00	1.72	10,294.49	1.41	
Interest Income	168.00	0.16	4,144.50	0.57	
Miscellaneous Income	14.00	0.01	1,895.25	0.26	
TOTAL OTHER INCOME	4,828.50	4.53	98,403.80	13.44	13
Grants Income	0.00	0.00	19,750.00	2.70	3
TOTAL REVENUE	106,537.44	100.00	731,961.95	100.00	
COST OF SALES:					
Circulation Pay:	-2,766.00	-2.59	-41,871.74	-5.72	
Sub Fulfillment	-10,487.56	-9.83	-59,627.10	-8.15	
Circulation Promo:	-4,849.54	-4.55	-43,754.51	-5.98	
Credit Card Discount	-103.84	-0.10	-1,379.08	-0.19	
Direct Distributor	-316.37	-0.86	-5,421.78	-0.74	
Natl Newsstand (Warner)	-1,881.27	-1.76	-10,410.10	-1.42	
Printing Magazine	-21,947.54	-20.58	-90,885.32	-12.42	
Mailing List Fulfill	-554.84	-0.52	-2,519.63	-0.34	
Editorial Pay:	-2,952.01	-2.77	-46,218.44	-6.31	
Writers/Contributors	-9,390.00	-8.81	-31,190.00	-4.26	
Misc Edit Expenses	-226.52	-0.21	-2,435.74	-0.33	
Computer Networks	0.00	0.00	-176.17	-0.02	
Pre-Press	-4,015.73	-3.77	-17,426.54	-2.38	
Research Pay:	-1,839.00	-1.72	-18,107.38	-2.47	
Research Expense	-420.68	-0.39	-1,757.55	-0.24	
Production Pay:	-578.00	-0.54	-47,388.55	-6.47	
Outside Production Work	0.00	0.00	-3,750.04	-0.52	
Production Supplies	-4.24	-0.00	-3,331.57	-0.46	
Apple Project:	0.00	0.00	-22,780.21	-3.11	
Signal Book Project:	-5,173.95	-4.85	-56,233.55	-7.68	
Fringes Project: (21,000 = 3,000 + B'man)	-18,000.00	-16.88	-51,533.12	-7.04	
CD-ROM Project:	-6,353.36	-6.40	-116,990.64	-15.98	

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	Current Month Amount	Current Month %	Year To Date Amount	Year To Date %
Purchases - Books:	-4,536.61	-4.25	-7,469.41	-1.02
Fulfillment - Books:	-422.89	-0.40	-1,447.06	-0.20
Chronicle Expenses	-2,146.33	-2.01	-21,211.83	-2.90
TOTAL COST OF SALES	102,272.98	95.91	705,357.17	96.37
GROSS MARGIN	4,354.46	4.09	26,604.78	3.63
GENERAL & ADMINIST. EXPENSE:				
Office Pay:	-2,636.04	-2.53	-29,098.28	-3.98
Pub/Administrative Pay:	-1,666.67	-1.56	-11,423.39	-1.56
Insurance:	-242.22	-0.23	-3,333.75	-0.46
Paid Vacation Expense	-2,568.00	-2.41	-7,372.00	-1.01
Kaiser Health Plan	0.00	0.00	-2,923.74	-0.40
Taxes - Other	0.00	0.00	-1,980.92	-0.27
Taxes - Payroll	-27.47	-0.03	-24,846.34	-3.39
Office/Computer Supplies	-289.43	-0.27	-5,360.56	-0.73
Equip Rent/Maint/Sple	-223.99	-0.21	-6,161.21	-0.84
Telephone	-607.56	-0.57	-8,091.42	-1.11
Postage	-1,792.13	-1.68	-9,489.36	-1.30
Rent + Bldg Maint:	-3,283.57	-3.08	-35,470.94	-4.85
Utilities	-426.27	-0.40	-4,774.12	-0.65
Legal/Profsl/Copyright	-2,217.00	-2.08	-2,739.00	-0.37
Interest + Penalties	-236.72	-0.22	-2,549.43	-0.35
Bank Service Fees	-50.80	-0.05	-1,298.00	-0.18
Misc Expense	-75.00	-0.07	-1,756.13	-0.24
Prior Yr Exp + Adj	0.00	0.00	719.02	0.10
WELL repay expenses	300.00	0.28	3,300.00	0.45
TOTAL GEN. & ADMIN. EXPENSE	15,102.97	15.10	154,720.67	21.14
Grants Expense	0.00	0.00	-19,750.00	-2.70
CHANGE IN FUND BALANCE	-11,738.51	-11.01	-147,865.89	-20.20

COMBINED

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INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	41,364.67	39.38	324,494.19	44.33
Sales - Back Issues	338.40	0.32	3,031.11	0.41
Sales - Mailing List	3,338.28	3.13	16,080.80	2.20
Sales - Direct Distribution	1,650.29	1.55	55,743.54	7.62
Sales - Warner (natl news)	0.00	0.00	48,584.94	6.64
EWEC Income	1,253.30	1.18	10,376.01	1.42
WESC Income	15.00	0.01	422.00	0.06
Best of CD Income	511.00	0.48	851.00	0.12
Media Lab Income	11.00	0.01	352.00	0.05
Signal Book Income	3,000.00	2.81	4,716.30	0.64
Fringes Income	92.00	0.09	105.00	0.01
CD-ROM Income	125.00	0.12	125.00	0.02
Signal Royalties	0.00	0.00	40,000.00	5.46
Fringes Royalties	0.00	0.00	20,000.00	2.73
CD-ROM Royalties	20,000.00	18.76	87,500.00	11.95
Signal Production Money	0.00	0.00	25,000.00	3.42
Fringes Production Money	29,500.00	27.65	42,000.00	5.74
CD-ROM Production Money	0.00	0.00	12,500.00	1.71
Change in Sub Liability	0.00	0.00	-78,084.34	-10.67
INCOME SUBTOTAL	101,808.94	95.47	613,808.15	83.86
OTHER INCOME:				
Chronicle Income	2,750.00	2.58	25,400.00	3.51
Unclassifieds	68.50	0.05	3,484.25	0.48
Misc Royalties	0.00	0.00	2,185.31	0.30
Apple Income	0.00	0.00	50,000.00	6.83
Contributions	1,838.00	1.72	10,234.49	1.41
Interest Income	168.00	0.16	4,144.50	0.57
Miscellaneous Income	14.00	0.01	1,895.25	0.26
TOTAL OTHER INCOME	4,828.50	4.53	98,403.80	13.44
Grants Income	0.00	0.00	19,750.00	2.70
TOTAL REVENUE	106,537.44	100.00	731,961.95	100.00
COST OF SALES:				
Circulation Salaries	-2,765.00	-2.59	-41,871.74	-5.72
Sub Fulfillment	-8,872.50	-8.51	-35,095.85	-4.79
MacSub Fulfillment	-159.10	-0.15	-4,348.28	-0.59
MacSub Fulfillment-Salaries	-4,455.36	-4.18	-20,181.96	-2.76
Misc Circ Promo	-1,288.71	-1.22	-11,676.43	-1.60
Renewals	-1,131.59	-1.06	-15,087.35	-2.20
Direct Mail	0.00	0.00	-2,345.47	-0.32
Inserts	-2,629.34	-2.47	-10,854.72	-1.48
Billing	0.00	0.00	-2,790.54	-0.38
Credit Card Discount	-103.84	-0.10	-1,379.08	-0.19
Direct Distributor	-916.37	-0.86	-5,421.78	-0.74
Natl Newsstand (Warner)	-1,881.27	-1.76	-10,410.10	-1.42

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	Current Month Amount	Current Month %	Year To Date Amount	Year To Date %
Printing Magazine	-21,947.54	-20.58	-90,885.32	-12.42
Mailing List Fulfill	-554.84	-0.52	-2,519.63	-0.34
Editorial Salaries	-2,952.01	-2.77	-45,818.44	-6.26
Editorial OPS	0.00	0.00	-400.00	-0.05
Writers/Contributors	-9,390.00	-8.81	-31,190.00	-4.26
Misc Edit Expenses	-226.52	-0.21	-2,435.74	-0.33
Computer Networks	0.00	0.00	-176.17	-0.02
Pre-Press	-4,015.73	-3.77	-17,426.64	-2.38
Research Salaries	-1,839.00	-1.72	-17,821.75	-2.43
Research OPS	0.00	0.00	-285.63	-0.04
Research Expense	-420.68	-0.39	-1,757.55	-0.24
Production Salaries	-678.00	-0.64	-47,350.25	-6.47
Production OPS	0.00	0.00	-38.30	-0.01
Outside Production Work	0.00	0.00	-3,790.04	-0.52
Production Supplies	-4.24	-0.00	-3,331.57	-0.46
Apple Salaries	0.00	0.00	-20,035.36	-2.74
Apple OPS	0.00	0.00	-1,232.00	-0.17
Apple Expenses	0.00	0.00	-1,512.25	-0.21
Signal Salaries	0.00	0.00	-34,877.19	-4.76
Signal OPS	-5,130.00	-4.81	-6,653.25	-0.91
Signal Expenses	-43.95	-0.04	-14,703.12	-2.01
Fringes OPS	-18,000.00	-16.88	-48,000.00	-6.56
Fringes Expenses	0.00	0.00	-3,533.12	-0.48
CD-ROM Salaries	-5,619.00	-5.27	-96,289.29	-13.15
CD-ROM OPS	-1,318.00	-1.24	-2,902.00	-0.40
CD-ROM Expenses	-2,022.36	-1.90	-17,739.35	-2.43
Buy EWEC's	0.00	0.00	-2,772.80	-0.38
Buy WESC's	0.00	0.00	-160.00	-0.02
Buy Signal	-4,535.61	-4.25	-4,535.61	-0.62
Fulfill EWEC	-94.30	-0.09	-1,118.47	-0.15
Fulfill Signal	-328.59	-0.31	-328.59	-0.04
Chronicle Expenses	-2,146.33	-2.01	-21,211.83	-2.90
TOTAL COST OF SALES	102,272.38	95.91	705,387.17	96.37
GROSS MARGIN	4,364.46	4.09	26,604.78	3.63
GENERAL & ADMINIST. EXPENSE:				
Office Salaries	-2,696.04	-2.53	-29,098.28	-3.98
Pub/Admin Salaries	-1,665.67	-1.56	-10,658.39	-1.46
Pub/Admin Pre-Project	0.00	0.00	-768.00	-0.10
Insurance - Workers Comp	-32.43	-0.03	-1,883.51	-0.25
Insurance - Other	-209.79	-0.20	-1,510.24	-0.21
Paid Vacation Expense	-2,568.00	-2.41	-7,372.00	-1.01
Kaiser Health Plan	0.00	0.00	-2,923.74	-0.40
Taxes - Other	0.00	0.00	-1,980.92	-0.27
Taxes - Payroll	-27.47	-0.03	-24,846.34	-3.39
Office/Computer Supplies	-289.43	-0.27	-5,360.66	-0.73
Equip Rent/Maint/Sols	-223.99	-0.21	-6,161.21	-0.84
Telephone	-607.56	-0.57	-8,091.42	-1.11
Postage	-1,792.13	-1.68	-9,489.35	-1.30
Container Rent	-200.00	-0.19	-2,200.00	-0.30

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	Current Month		Year To Date	
	Amount	%	Amount	%
Building Rent	-3,017.00	-2.83	-32,231.00	-4.40
Maintenance	-66.67	-0.06	-1,039.94	-0.14
Utilities	-426.27	-0.40	-4,774.12	-0.65
Legal/Profsl/Copyright	-2,217.00	-2.08	-2,733.00	-0.37
Interest + Penalties	-236.72	-0.22	-2,549.43	-0.35
Bank Service Fees	-50.80	-0.05	-1,299.00	-0.18
Misc Expense	-75.00	-0.07	-1,766.13	-0.24
Prior Yr Exp + Adj	0.00	0.00	719.02	0.10
WELL repay expenses	300.00	0.28	3,300.00	0.45
TOTAL GEN. & ADMIN. EXPENSE	16,102.37	15.10	154,720.67	21.14
Grants Expense	0.00	0.00	-19,750.00	-2.70
CHANGE IN FUND BALANCE	-11,738.51	-11.01	-147,865.89	-20.20

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ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	28,235.84
Cash-Wells Fargo/Mill Valley	1,586.44
Petty Cash	113.44
Cash/WorkingAssetsMoneyFund	10,163.71
Cash-CDB Postal Acct	1,149.00
TOTAL CASH IN BANK	41,348.43
A/R - Distributor	22,348.77
A/R - Mailing List	5,692.30
A/R - Miscellaneous	802.22
A/R - The Well	315.04
A/R - Chronicle	2,750.00
A/R - Employee Kaiser	314.02
A/R - Employee	1,000.00
TOTAL ACCOUNTS RECEIVABLE	33,222.35
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	76,146.78
FIXED ASSETS:	
Furniture & Equipment	187,042.12
TOTAL FIXED ASSETS	187,042.12
Accumulated Depreciation(Cr)	-100,940.00
FIXED ASSETS (LESS DEPR.)	86,102.12
OTHER ASSETS:	
Investments: Iomeworks	30,000.10
Reserve for Losses	-27,500.10
Investments: The WELL	9,500.00
Deposits	125.00
Prepaid Taxes	770.00
Prepaid Expense	292.97
TOTAL OTHER ASSETS	13,087.97
TOTAL ASSETS	175,336.87

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LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	53,884.40
A/P - The Well	3,295.81
A/P - Chronicle	630.00
Contracts Payable - Current	275.20
SWT Payable	262.75
SDI Payable	116.13
FWT Payable	1,398.02
FICA Payable	1,887.48
TOTAL CURRENT LIABILITIES	61,749.00
LONG TERM LIABILITIES:	
Contract Payable - Long Term	18,608.60
Notes Payable - Long Term	20,000.00
Sub Advances - Long Term	379,354.16
NWEC/Random House L-TPayable	48,396.43
TOTAL LONG TERM LIABILITIES	466,359.19
TOTAL LIABILITIES	528,108.99
Fund Surplus Beginning	-204,906.23
INCREASE/(DECREASE) IN FUND	-147,865.89
TOTAL LIABILITIES & EQUITY	175,336.87